

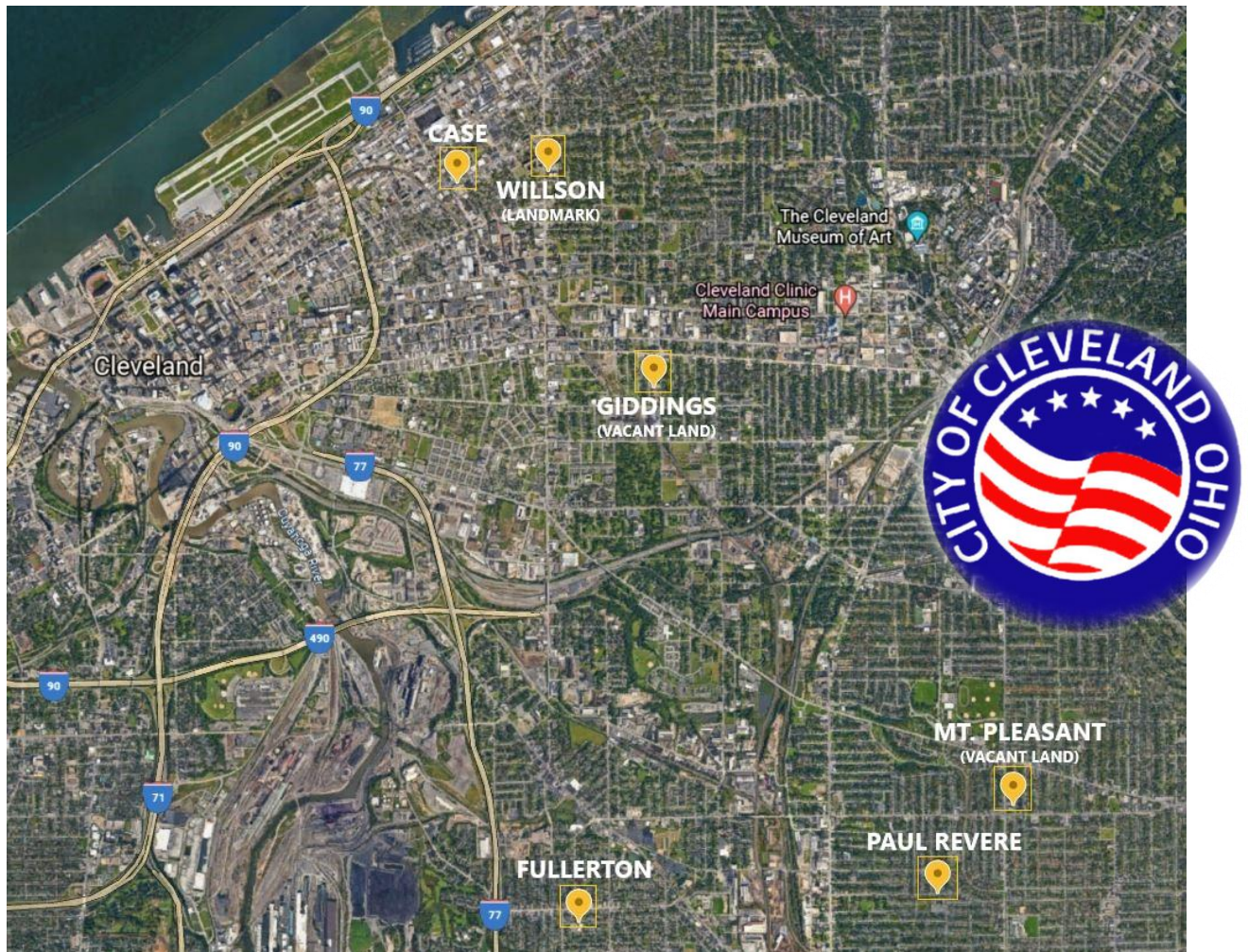
REQUEST FOR QUALIFICATIONS

FOR THE ADAPTIVE REUSE AND REDEVELOPMENT

OF SURPLUS CLEVELAND METROPOLITAN SCHOOL DISTRICT SITES

CITY OF CLEVELAND

CLEVELAND METROPOLITAN SCHOOL DISTRICT



REQUEST FOR QUALIFICATIONS (RFQ)

FOR THE ADAPTIVE REUSE AND REDEVELOPMENT OF SURPLUS CLEVELAND METROPOLITAN SCHOOL DISTRICT SITES

INTRODUCTION

In March 2021, The City of Cleveland (City) and the Cleveland Metropolitan School District (CMSD) issued a joint Request for Qualifications (RFQ) to select real estate development project teams for the redevelopment of 12 vacant school buildings and 7 sites of vacant land. Through that process, project teams are moving forward with the redevelopment of 13 sites.

At this time, the City and CMSD are jointly issuing a second Request for Qualifications (RFQ) to select real estate development project teams for the redevelopment of 6 remaining sites: 4 vacant school buildings and 2 sites of vacant land. Redevelopment proposals are to be submitted for one specific building or one specific vacant land site. Project teams may submit proposals for more than one site; however, a distinct proposal for each site must be submitted.

The deadline for responses to the RFQ is **5:00 PM EST on Wednesday, September 29, 2021.**

The intent of the RFQ process is to identify qualified real estate development project teams interested in each site. Teams are invited to submit site-specific redevelopment proposals for consideration by an evaluation team comprised of representatives of the City and CMSD. Upon selection, development teams will be invited to commence additional due diligence for specific sites. The RFQ and selection process will be facilitated by the City of Cleveland. The City and CMSD are permitted to accept or reject any or all proposals.

Each proposal is required to indicate a purchase price and justification for the proposed price, such as through the submission of an independent, third-party appraisal. Other criteria including development goals and the selection criteria (listed below) also will be considered as part of the purchase price negotiation. CMSD and City officials are currently only authorized to accept a purchase price for each property based on the most recent Fair Market Value appraisal (see Appendix). If proposals are for less than the listed Fair Market Value, the team's proposal will need to be approved by both the Cleveland Board of Education and City of Cleveland.

RFQ TIMELINE:

City and CMSD Release RFQ	August 5, 2021
Informational Session w/Developers (<i>VIRTUAL</i>)	August 18, 2021 (<i>RSVP by August 16</i>)
Building Tours	August 23, 2021 (<i>RSVP by August 20</i>)
Deadline to Submit CMSD Documentation Request	August 30, 2021
Questions Due	August 30, 2021 (<i>Answers by September 17</i>)
RFQ Responses Due	September 29, 2021
Respondents Notified of Preliminary Selection	November 30, 2021

Each site will be identified in the Appendix with additional information. The properties are as follows:

FORMER SCHOOL BUILDINGS AND SITES				
School Name	Ward	Address	Est. Acreage	Est. Usable Building Area
Paul Revere, 1923	2	10706 Sandusky Avenue	5.3	87,228
Willson, 1903, 1927 * <i>LANDMARK</i>	7	1625 E. 55 th Street	2.9	71,775
Case	7	4050 Superior Avenue	2.1	64,347
Fullerton	12	5810 Fullerton Avenue	2.9	22,545
Mt. Pleasant * <i>VACANT LAND</i>	2	11617 Union Avenue	2.0	N/A
Giddings * <i>VACANT LAND</i>	5	2250 E. 71 st Street	2.0	N/A

DEVELOPMENT GOALS

The redevelopment of each site will complement its surrounding neighborhood and will generate community revitalization through investment and community engagement. Development goals and proposed uses for each site are included on each summary page in the Appendix and have been determined by the City of Cleveland Planning Commission in partnership with the Department of Community Development and Department of Economic Development.

Redevelopment plans should be guided by principles of racial equity and inclusion with respect to the surrounding neighborhood context and/or neighborhood wealth-building initiatives.

Sustainable and innovative development principles are highly encouraged. This includes, but is not limited to, storm water management, renewable energy and materials selection, public green space and green building practices (LEED or Enterprise Green Communities).

PROCESS

The City and CMSD will use the RFQ process to determine interest and select qualified project teams to commence due diligence and redevelopment plans for each site. The Proposed Process is as follows:

Phase I - RFQ Responses

RFQ to be released August 2021 with responses due September 2021

- The City of Cleveland will release a Request for Qualifications (RFQ).
- Project Teams can respond to individual or multiple sites. However, project teams must submit a separate proposal for each site of interest.
- **CMSD will retain ownership of all sites until Phase III.** However, letters of support which verify ownership transfer commitments will be issued as needed for funding proposals such as LIHTC, Historic Tax Credits, etc.

The RFQ evaluation team will be comprised of representatives from the City and CMSD. The evaluation team will prepare a short-list of qualified real estate development firms based upon a qualitative review of each submission. The RFQ submissions will be evaluated according to the following criteria (See Pages 4 and 5, SUBMISSION GUIDELINES, for more information):

- Relevant (successful) project experience
- Description of project and uniqueness of plan
- Relevant team member experience
- Financial capacity

Respondents shall be notified of the evaluation team's preliminary selections by **November 30, 2021**.

Phase II - Select Developers to proceed with six-month due diligence for specific sites

Expected January 2022; due no later than July 2022

- Project Teams who receive preliminary selection status will enter into a Memorandum of Understanding (MOU) with the City and CMSD
- Developer to commence Due Diligence for selected sites
- Developer to submit conceptual and schematic designs to the evaluation team and the City of Cleveland Planning Commission
- Developer to commence community engagement process for site with appropriate CDCs and other stakeholders

Required Deliverables under Phase II:

- Updated proforma demonstrating feasibility of the project financing
- Conceptual Approval from the Planning Department (*For more information, visit [CPC Design Review Submittals Checklist](#)*)
- Commitment letters from all funders
- Commence negotiations on any tax abatement, City non-forgivable loans, forgivable loans and/or grants to address any project financial gap not addressed by other funding sources

Phase III - Proceed with final 12-month planning phase to get to ground breaking

Expected July 2022; groundbreaking no later than July 2023

- City to provide commitment letters for project
- Developer to secure financing
- City to pass Legislation and coordinate transfer of title from CMSD through City to developer
- Developer to complete Preliminary and Final Design, Construction Plans
- Permitting (*For more information, visit [City of Cleveland Permit Guide](#)*)

The RFQ process is non-binding, does not imply a commitment to move forward with the project and is subject to the Codified Ordinances of the City of Cleveland and the laws of the State of Ohio. The property owners reserve the right to discontinue the RFQ process at any time.

SUBMISSION GUIDELINES

Interested project teams shall submit their qualifications as part of their proposal submission. Respondents are encouraged to include the following information in their submissions:

1. Executive Summary

- Project Overview including renderings
- Identify Site of Interest (*EACH SITE REQUIRES A SEPARATE SUBMISSION)
- Present Offer Price for Site of Interest
- Why your team is interested in this redevelopment initiative on this Site

2. Project Description

- Description of your team's understanding of the project
- Proposal for Site
- How will the property be used?
- How will the use of the property engage and serve the nearby neighborhood or contribute to neighborhood revitalization?
- Does your project conform to existing zoning or does it require zoning variance(s) or rezoning?
- Does your project conform to current neighborhood plans?

3. Project Team
 - Team member Names, Roles and Responsibilities
 - Qualifications and Experience of the individual project team members
 - Organizational Chart
 - Unique features and benefits that your team provides
 - References
4. Project Financial Information
 - Project Proforma
 - Project Sources and Uses
 - Demonstrated ability to secure financing for projects of this scale and complexity, including use of Historic Preservation Tax Credits, Low Income Housing Tax Credits, New Market Tax Credits, or HOME funds along with other financing methods
 - Lender relationships
 - Past performance and /or Current works-in-progress
5. Relevant prior project experience. *Provide up to three (3) examples of completed projects that demonstrate:*
 - Experience with the adaptive reuse and rehabilitation of historic buildings, if applicable
 - Experience with phased development projects that incorporate historic structures with vacant land redevelopment, if applicable
 - Demonstrated ability to navigate environmental, technical, political, and/or financial obstacles that may arise during the development process
 - Experience working with community stakeholders and facilitating community engagement
 - Experience completing projects incorporating sustainable design principals
 - Demonstrated commitment to diversity and inclusion
6. Project Challenges and Proposed Solutions
 - Summarize the challenges that exist for your project
 - Summarize proposed solutions you propose for each of the listed challenges

RFQ responses shall be submitted by 5:00 PM EST on Wednesday, September 29, 2021.

Responses should be no more than twenty (20) pages in length, including attachments. Please submit the response as a PDF file via email to SchoolSitesRFQ@clevelandohio.gov .

INFORMATION SESSION

Developers and Project Teams interested in submitting responses to the RFQ are invited to participate in a virtual Information Session hosted by CMSD and the City of Cleveland. **A one-hour Information Session will be held on August 18, 2021 at 2:00 PM EST via Webex**, a virtual meeting application. Please RSVP to SchoolSitesRFQ@clevelandohio.gov by August 16 in order to attend. Questions should also be submitted via email to the address listed above.

For those unable to attend on August 18, the Information Session will be recorded and uploaded to the RFQ webpage to access at any time. Questions can also be submitted via email per instructions below.

BUILDING TOURS

RFQ respondents are encouraged to visit the school sites for which they are submitting proposals, in order to familiarize themselves with the building, site and adjacent context. **Building tours are scheduled for August 23, 2021**, per the schedule below. To RSVP, submit a signed Waiver of Liability

form (waiver can be found on the RFQ webpage) via email to SchoolSitesRFQ@clevelandohio.gov no later than August 20 and identify the building or buildings you intend to tour. Attendees are required to arrive at the start times indicated below. Face coverings are required; N95 masks are encouraged due to building conditions. We also suggest you bring a flashlight and wear footwear that would be appropriate for a construction site.

August 23, 2021	Times
Fullerton	9:00 AM
Paul Revere	10:30 AM
Case	12:30 PM
Willson	2:00 PM

Adjustments may need to be made due to COVID-19 conditions and public health guidelines.

QUESTIONS AND REQUESTS FOR INFORMATION

On a case-by-case basis, technical information such as floor plans and environmental reports will be made, if available, for respondents to review. When possible, access to these materials will be made electronically. To request documents, email SchoolSitesRFQ@clevelandohio.gov . Documentation requests should be submitted no later than August 30, 2021.

Questions regarding the RFQ process should be submitted via e-mail to SchoolSitesRFQ@clevelandohio.gov by **12:00 PM on August 30, 2021**. Responses will be sent no later than September 17, 2021 to all parties interested in responding to the RFQ, as well as published on the RFQ webpage.